



SANTA ANA DISTRICT OFFICE

**SMALL BUSINESS INVESTMENT COMPANIES (SBIC) AND
SPECIALIZED SBICs IN CALIFORNIA**

For listing of local SBICs, e-mail Michael Lee at michael.lee@sba.gov

AltoTech II, L.P.

Walter Lee, Contact
One Lagoon Drive, Suite 100
Redwood Shores, CA 94065
Phone: (650)631-8080 Fax: (650)631-8081
Email: wlee@altotechventures.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE

Preferred Min: \$0

Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

American River Ventures, L.P.

Attention: Sher Pastino
2270 Douglas Blvd., Suite 212
Roseville, CA 95661
Phone: (916)780-2828 Fax: (916)780-5443
Email: plans@arventures.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE

Preferred Min: \$0

Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Aspen Ventures III, L.P.

Alex Cilento, Thaddeus Whalen, Contacts
1000 Fremont Avenue, Suite 200
Los Altos, CA 94024
Phone: (650)917-5670 Fax: (650)917-5677
Email: DSchilling@AspenVentures.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min:

Preferred Max:

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Bank of America Ventures

Hayley Hoad, Manager, Administration
950 Tower Lane, Suite 700
Foster City, CA 94404
Phone: (650)378-6000 Fax: (650)378-6040
Email: hayley.j.hoad@bankofamerica.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min: \$3,000,000

Preferred Max: \$12,000,000

TYPE OF CAPITAL PROVIDED

Equity

FUNDING STAGE PREFERENCE

Early Stage

Expansion

Later Stage

INDUSTRY PREFERENCE

Communications/Systems

Internet Infrastructure/Software/Svcs

BtoB e-Commerce

Medical Related Biotechnology

GEOGRAPHIC PREFERENCES

National

DESCRIPTION OF FIRM'S FOCUS

Bay Partners L.S. Fund, L.P.

John Freidenrich, Marcella Yano

10600 N. De Anza Blvd., Suite 100

Cupertino, CA 95014

Phone: (408)725-2444 Fax: (408)446-4502

Email: avallen@baypartners.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min:

Preferred Max:

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Bay Partners SBIC, L.P.

John Freidenrich & Neal Dempsey, Mgrs.

10600 N. De Anza Blvd., Suite 100

Cupertino, CA 95014

Phone: (408)725-2444 Fax: (408)446-4502

Email: avallen@baypartners.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min:

Preferred Max:

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Bentley Capital (SSBIC)

John Hung, President
592 Vallejo Street, Suite #2
San Francisco, CA 94133
Phone: (415)362-2868 Fax: (415)398-8209
Email: bc8081@yahoo.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min:

Preferred Max: \$200,000

TYPE OF CAPITAL PROVIDED

Loans

Equity

FUNDING STAGE PREFERENCE

Early Stage

INDUSTRY PREFERENCE

Diversified

GEOGRAPHIC PREFERENCES

West

DESCRIPTION OF FIRM'S FOCUS

Canaan SBIC, L.P.

Eric Young, Manager
Eric Young, Manager
2884 Sand Hill Road
Menlo Park, CA 94025
Phone: (415)854-8082 Fax: (415)854-8127

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min: \$0

Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Celerity Partners SBIC, L.P.

Clifford A. Lyon, Contact
11111 Santa Monica Blvd., Suite 1127
Los Angeles, CA 90025
Fax: (310)268-1712
Email: kraus@celeritypartners.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Champlain Capital Partners, L.P.

Dennis M. Leary, Contact
One Market Street
Steuart Tower, Suite 2675
San Francisco, CA 94105-
Phone: (415)661-2500 Fax: (415)362-3211
Email: dleary@champlaincapital.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Charterway Investment Corporation (SSBIC)

Edmund C. Lau, Chairman
9660 Flair Dr., Suite 328
El Monte, CA 91731
Phone: (626)279-1189 Fax: (626)279-9062
Email: toysanaba@aol.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$100,000
Preferred Max: \$450,000

TYPE OF CAPITAL PROVIDED
Loans

FUNDING STAGE PREFERENCE
Expansion

INDUSTRY PREFERENCE
Retail
Wholesale

GEOGRAPHIC PREFERENCES
Los Angeles
County

DESCRIPTION OF FIRM'S FOCUS

CVP SBIC, L.P.

Christopher J. Hadsell, Contact
1010 El Camino Real, Suite 250
Menlo Park, CA 94025
Phone: (650)614-4860 Fax: (650)614-4865
Email: derek@cardinalvc.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

DB Capital Partners SBIC, L.P.

300 South Grand Avenue
Los Angeles, CA 90071

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE

Preferred Min: \$0

Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Draper Associates, a California LP

Timothy C. Draper, President
2882 Sand Hill Road #150
Menlo Park, CA 94025
Phone: (650)233-9000 Fax: (650)233-9100
Email: karen@dfj.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE

Preferred Min:

Preferred Max:

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Draper-Richards L.P.

William Draper III, President
50 California Street,

Suite 2925
San Francisco, CA 94111
Phone: (415)616-4050 Fax: (415)616-4060
Email: Cynthia@draperrichards.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$200,000
Preferred Max: \$400,000

TYPE OF CAPITAL PROVIDED
Equity

FUNDING STAGE PREFERENCE
Seed
Early Stage

INDUSTRY PREFERENCE
Internet
Software

GEOGRAPHIC PREFERENCES
California
Boston, MA
District of Columbia

DESCRIPTION OF FIRM'S FOCUS
Seed stage software/internet deals in
Silicon Valley, Boston or District
of Columbia areas.

East Gate Private Equity Fund III, L.P.

Ken Choi, Contact
514 High Street, Suite #5
Palo Alto, CA 94301
Phone: (650)325-5077 Fax: (650)325-5072
Email: bcbrant@eg-group.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Emergence Capital Partners SBIC, L.P.

Brian D. Jacobs, Contact
One Bay Plaza, Suite 700
1350 Old Bayshore Highway
Burlingame, CA 94010
Phone: (650)347-9500 Fax: (650)347-9525
Email: bjacobs@emergencecap.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Far East Capital Corp.

Eduardo Ho, Manager
350 S. Grand Ave., Suite 4100
Los Angeles, CA 90071
Phone: (213)830-2430 Fax: (213)830-2415
Email: ed.ho@fareastnationalbank.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$250,000

TYPE OF CAPITAL PROVIDED

Loans
Equity

FUNDING STAGE PREFERENCE
Expansion

INDUSTRY PREFERENCE
Diversified

GEOGRAPHIC PREFERENCES

California

DESCRIPTION OF FIRM'S FOCUS

Fulcrum Venture Capital Corporation (SSBIC)

Brian Argrett, President
300 Corporate Pointe, Suite 380
Culver City, CA 90230
Phone: (310)645-1271 Fax: (310)645-1272
Email: brian@fulcrumventures.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$500,000

TYPE OF CAPITAL PROVIDED
Sub. Debentures
Equity

FUNDING STAGE PREFERENCE
Expansion
Acquisition
\$1M in sales

INDUSTRY PREFERENCE
Low/Med Tech
Manufacturing
Communications
Service Industry

GEOGRAPHIC PREFERENCES
West Coast
Prefer CA

DESCRIPTION OF FIRM'S FOCUS

GCG SBIC Investors, L.P.

111 Sutter Street, Suite 1950
San Francisco, CA 94104
Phone: (415)273-3506 Fax: (415)362-3311

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

GKM SBIC, L.P.

Jonathan R. Bloch, Contact
11150 Santa Monica Blvd., Suite 825
Los Angeles, CA 90025
Phone: (310)268-2623 Fax: (310)268-0870
Email: jbloch@gkm.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Hall, Morris & Drufva II, L.P.

Ronald J. Hall, Managing Director
26161 La Paz Road, Suite E
Mission Viejo, CA 92691
Phone: (714)707-5096 Fax: (714)707-5121

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min:
Preferred Max:

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Hamilton BioVentures, LP

Richard Crosby, Contact
12555 High Bluff Drive, Suite 310
San Diego, CA 92130
Phone: (858)314-2350 Fax: (858)314-2355
Email: rcrosby@hamiltonventures.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Horizon Ventures Fund II, LP

John E. Hall, Contact
4 Main Street, Suite 50
Los Altos, CA 94022
Phone: (650)917-4100 Fax: (650)917-4109
Email: debby@horizonvc.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Housatonic Equity Investors SBIC, L.P.

Barry Reynolds, Will Thorndike
44 Montgomery Street, Suite 4010
San Francisco, CA 94104
Phone: (415)955-9020 Fax: (415)981-0617
Email: breynolds@housatonicpartners.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$3,000,000
Preferred Max: \$7,000,000

TYPE OF CAPITAL PROVIDED
Equity Investments

FUNDING STAGE PREFERENCE
Later Stage

INDUSTRY PREFERENCE
Business Services
Media
Communications

GEOGRAPHIC PREFERENCES
National

DESCRIPTION OF FIRM'S FOCUS

Housatonic Micro Fund SBIC, L.P.

Barry Reynolds, Contact
44 Montgomery Street, Suite 4010
San Francisco, CA 94104
Phone: (415)981-0616 Fax: (415)981-0617
Email: breynolds@housatonicpartners.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Huntington Capital, L.P.

Morgan Miller and Barry Wilson, Contacts
11988 El Camino Real, Suite 160
San Diego, CA 92130
Phone: (858)259-7654 Fax: (858)259-0074
Email: susan@huntingtoncapital.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min: \$500,000

Preferred Max: \$1,400,000

TYPE OF CAPITAL PROVIDED

Mezzanine Debt and Equity

FUNDING STAGE PREFERENCE

Later Stage

INDUSTRY PREFERENCE

Diversified. No bleeding
edge technology.

GEOGRAPHIC PREFERENCES

Southern California

DESCRIPTION OF FIRM'S FOCUS

Please see www.huntingtoncapital.com

Inglewood Ventures, L.P.

Dr. M. Blake Ingle, Daniel Wood
12526 High Bluff Drive, Suite 300
San Diego, CA 92130
Phone: (858)792-3579 Fax: (858)792-3417
Email: danwood@ix.netcom.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min: \$500,000

Preferred Max: \$1,500,000

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

Early Stage

INDUSTRY PREFERENCE

Healthcare
Biotechnology Companies

GEOGRAPHIC PREFERENCES

Southern California

DESCRIPTION OF FIRM'S FOCUS

J.P. Morgan Partners (SBIC), LLC

101 California Street
27th Floor
San Francisco, CA 94111
Phone: (415)393-1283 Fax: (415)393-1205

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Kline Hawkes California SBIC, L.P.

Frank R. Kline, Manager
11726 San Vicente Blvd.
Suite 300
Los Angeles, CA 90049
Phone: (310)442-4700 Fax: (310)442-4707
Email: kmagnin@klinehawkes.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$3,000,000
Preferred Max: \$5,000,000

TYPE OF CAPITAL PROVIDED
Equity
Convertible Debt

FUNDING STAGE PREFERENCE
Expansion Capital
Roll-Ups
MBO
Later Stage

INDUSTRY PREFERENCE

Info Technology/Telecommunications
Medical Services/Equipment
Defense Spin-Out
Environmental
Services

GEOGRAPHIC PREFERENCES

Southern California
Northern California
Western U.S.

DESCRIPTION OF FIRM'S FOCUS

Invests in emerging growth/middle market companies that have well-articulated growth, acquisition or expansion strategies. Heavy emphasis is placed on management teams and overall market size. Typical investment ranges from \$2 million to \$6 million

Labrador Ventures V-B, L.P.

Sean Foote, Contact
101 University Avenue, 4th Floor
Palo Alto, CA 94301
Phone: (650)366-6000 Fax: (650)366-6430
Email: nlabatt@labrador.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min: \$0

Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

LaiLai Capital Corp. (SSBIC)

Paul Kuo, President
17588 E. Rowland Street
#276
City of Industry, CA 91748-
Phone: (626)926-9515 Fax: (626)965-9095
Email: lailaicapital@aol.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$100,000
Preferred Max: \$500,000

TYPE OF CAPITAL PROVIDED
Loans
Equity

FUNDING STAGE PREFERENCE
Expansion

INDUSTRY PREFERENCE
Diversified

GEOGRAPHIC PREFERENCES
California

DESCRIPTION OF FIRM'S FOCUS

Magna Pacific Investments (SSBIC)

Howard Wong
330 North Brand Boulevard, Suite 670
Glendale, CA 91203
Phone: (818)547-0809 Fax: (818)547-9303
Email: Magnapacific@cs.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$50,000
Preferred Max: \$300,000

TYPE OF CAPITAL PROVIDED
Loan
Equity

FUNDING STAGE PREFERENCE
All Stages

INDUSTRY PREFERENCE
Hi-Tech
Medical/Health
Defense Contractors

GEOGRAPHIC PREFERENCES
National

DESCRIPTION OF FIRM'S FOCUS
Concentration is primarily technology,
defense and medical.

Marwit Capital Company, L.P.

Chris Britt, President
100 Bayview Circle
Suite 550
Newport Beach, CA 92660
Phone: (949)861-3636 Fax: (949)861-3637
Email: mckay@marwit.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$500,000
Preferred Max: \$5,000,000

TYPE OF CAPITAL PROVIDED
Sub. Debt w/Equity
Preferred Stock

FUNDING STAGE PREFERENCE
Expansion
Acquisitions
Buyouts

INDUSTRY PREFERENCE
Manufacturing/Distribution
Telecommunications/Media
Healthcare/Medical
Food/Consumer Products
Diversified

GEOGRAPHIC PREFERENCES
Western US

DESCRIPTION OF FIRM'S FOCUS
Founded in 1962, Marwit Capital is one of the oldest SBICs in the country. Provides capital to and acts as a financial sponsor for growing middle market companies in a wide range of industries. Prefer sub-debt financings, but will also invest equity.

Montreux Equity Partners II SBIC, L.P.

Daniel K. Turner III, General Partner
3000 Sand Hill Road
Building 1, Suite 260
Menlo Park, CA 94025-7073
Phone: (650)234-1200 Fax: (650)234-1250
Email: dturner@montreuxequity.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Montreux Equity Partners III SBIC, L.P.

Daniel K. Turner III, General Partner
3000 Sand Hill Road
Building 1, Suite 260
Menlo Park, CA 94025-7073
Phone: (650)234-1200 Fax: (650)234-1250
Email: dturner@montreuxequity.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Novus Ventures II, L.P.

Daniel D. Tompkins, Managing GP
20111 Stevens Creek Blvd., Suite 130
Cupertino, CA 95014
Phone: (408)252-3900 Fax: (408)252-1713
Email: glahann@novusventures.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0

Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Opportunity Capital Corporation (SSBIC)

J. Peter Thompson, President
2201 Walnut Avenue, Suite 210
Fremont, CA 94538
Phone: (510)795-7000 Fax: (510)494-5439
Email: rcg@ocpcapital.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min: \$150,000

Preferred Max: \$300,000

TYPE OF CAPITAL PROVIDED

Debt w/Warrants

Equity

FUNDING STAGE PREFERENCE

Expansion

Later Stage

Acquisitions

INDUSTRY PREFERENCE

Manufacturing

Healthcare

Telecommunications

Diversified

GEOGRAPHIC PREFERENCES

West Coast

National

DESCRIPTION OF FIRM'S FOCUS

Provides financing to minority entrepreneurs who seek to acquire or expand profitable, well-managed companies that have the potential to produce significant investment returns via a combination of current income and equity appreciation.

Opportunity Capital Partners II, L.P.

J. Peter Thompson, General Partner
2201 Walnut Avenue, Suite 210
Fremont, CA 94538
Phone: (510)795-7000 Fax: (510)494-5439
Email: rcg@ocpcapital.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$1,500,000
Preferred Max: \$3,000,000

TYPE OF CAPITAL PROVIDED
Debt w/Warrants
Equity

FUNDING STAGE PREFERENCE
Expansion
Later Stage
Acquisitions

INDUSTRY PREFERENCE
Manufacturing
Healthcare
Telecommunications
Diversified

GEOGRAPHIC PREFERENCES
West Coast
National

DESCRIPTION OF FIRM'S FOCUS
Provides financing to minority entrepreneurs
who seek to acquire or expand profitable,
well-managed companies that have the
potential to produce significant investment
returns via a combination of current
income and equity appreciation.

Outlook Ventures III, L.P.

Carl Nichols, Contact
135 Main Street, Suite 1350
San Francisco, CA 94105
Phone: (415)547-0000 Fax: (415)547-0010
Email: carl@outlookventures.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min: \$1,000,000

Preferred Max: \$5,000,000

TYPE OF CAPITAL PROVIDED

Seed

Early Stage

Expansion

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

Technology

Software

GEOGRAPHIC PREFERENCES

Western United States

DESCRIPTION OF FIRM'S FOCUS

Outlook Venture's strategy is to be the first institutional investor in sustainable software-based businesses.

Pacific Mezzanine Fund, L.P.

Nathan W. Bell, General Partner

2200 Powell St., Suite 1250

Emeryville, CA 94608

Phone: (510)595-9800 Fax: (510)595-9801

Email: mcs@pacmezz.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min: \$2,000,000

Preferred Max: \$3,000,000

TYPE OF CAPITAL PROVIDED

Loans w/Equity Features

FUNDING STAGE PREFERENCE

Expansion

Later Stage

Buyouts

INDUSTRY PREFERENCE

Diversified

GEOGRAPHIC PREFERENCES

Western US

DESCRIPTION OF FIRM'S FOCUS

Peninsula Equity Partners SBIC, L.P.

Gregory C. Ennis, Contact
3000 Sand Hill Road
Building 3, Suite 125
Menlo Park, CA 94025
Phone: (650)854-0314 Fax: (650)854-0670
Email: ennis@peninsulaequity.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Pinecreek Capital Partners, L.P.

Randall F. Zurbach, President
24 Corporate Plaza, Suite 180
Newport Beach, CA 92660
Phone: (949)720-4620 Fax: (949)720-4629
Email: paul@pinecreekcap.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$1,000,000
Preferred Max: \$2,000,000

TYPE OF CAPITAL PROVIDED
Sub. Debt w/Warrants

FUNDING STAGE PREFERENCE
Later Stage
Growth
Acquisition

INDUSTRY PREFERENCE
Basic Industries
Diversified

GEOGRAPHIC PREFERENCES

Western US

DESCRIPTION OF FIRM'S FOCUS

Invests in companies with revenues ranging from \$5 to \$50 million and a three-year history of positive cash flow and operating profits. Will consider all types of financial situations. Prefer companies in the western US operating in basic industries

Positive Enterprises, Inc. (SSBIC)

Kwok Szeto, President
1489 Webster Street, Suite 228
San Francisco, CA 94115
Phone: (415)885-6600 Fax: (415)928-6363
Email: nszeto@pei-sba.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min:

Preferred Max: \$150,000

TYPE OF CAPITAL PROVIDED

Loans

Equity

FUNDING STAGE PREFERENCE

Expansion

Early Stage

Later Stage

INDUSTRY PREFERENCE

Diversified

Rest Homes

Manufacturing

Light Industry

GEOGRAPHIC PREFERENCES

North

Regional

DESCRIPTION OF FIRM'S FOCUS

Red Rock Ventures SBIC III, L.P.

Carol M. T. Pereira, Contact
180 Lytton Avenue
Palo Alto, CA 94301
Phone: (650)325-3111 Fax: (650)853-7044

Email: carol@redrockventures.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Rembrandt Venture Partners II, L.P.

Gregory F. Eaton, Contact
2200 Sand Hill Road, Suite 160
Menlo Park, CA 94025
Phone: (650)326-7070 Fax: (650)326-3780
Email: geaton@rembrandtvc.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Rocket Ventures II SBIC, L.P.

David Adams
2200 Sand Hill Road
Suite 240
Menlo Park, CA 94025
Phone: (650)561-9100 Fax: (650)561-9183
Email: david@rocketventures.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE

Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Rustic Canyon Ventures SBIC, L.P.

Paul Notaras, Contact
2425 Olympic Blvd., Suite 6050 W
Santa Monica, CA 90404
Phone: (310)998-8084 Fax: (310)998-8014
Email: paul@rusticcanyon.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Seacoast Capital Partners, L.P.

Jeff Holland
One Sansome Street
Suite 2100
San Francisco, CA 94104
Phone: (415)956-1400 Fax: (415)956-1459

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Selby Venture Partners II, L.P.

Robert Marshall, Contact
3500 Alameda De Las Pulgas, 2nd Floor
Menlo Park, CA 94025
Phone: (650)854-7399 Fax: (650)854-7039
Email: justin@selbyventures.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min: \$1,000,000

Preferred Max: \$7,000,000

TYPE OF CAPITAL PROVIDED

Equity

Convertible Debt

FUNDING STAGE PREFERENCE

Seed

Early Stage

INDUSTRY PREFERENCE

Information Technology

Networking/Communications

Enterprise Software

Wireless/emerging technologies

GEOGRAPHIC PREFERENCES

Northern California

West Coast

DESCRIPTION OF FIRM'S FOCUS

Silicon-valley based venture capital fund
focusing on seed and early stage investments
networking and communications, enterprises
software, wireless and emerging technologies
Typical investment ranges from \$3m to \$7m.

Shepherd Ventures II, L.P.

George C. Kenney, Contact
P. O. Box 867

Solana Beach, CA 92075-
Phone: (858)509-4744Fax: (858)509-3662
Email: olga@shepherdventures.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Smart Technology Ventures III SBIC, L.P.

Joseph Marks, Contact
1801 Century Park West, 5th Floor
Los Angeles, CA 90067
Phone: (310)203-3800Fax: (310)203-3801
Email: probins@stv.com

INVESTMENT CRITERIA
INVESTMENT SIZE RANGE
Preferred Min: \$0
Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Sorrento Growth Partners I, L.P.

Robert Jaffe, Manager
4370 La Jolla Village Drive, Suite 1040
San Diego, CA 92122
Phone: (858)452-3100Fax: (858)452-7607
Email: ecampbell@sorrentoventures.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min:

Preferred Max:

TYPE OF CAPITAL PROVIDED

Loans

Equity

FUNDING STAGE PREFERENCE

Early Stage

INDUSTRY PREFERENCE

Med./Health

Special Retail

Communications/

Electronics

GEOGRAPHIC PREFERENCES

Southern

California

DESCRIPTION OF FIRM'S FOCUS

St. Cloud Capital Partners, L.P.

Ben Hom, Contact

10866 Wilshire Blvd., Suite 1450

Los Angeles, CA 90024-

Phone: (310)475-2700 Fax: (310)475-0550

Email: BHom@stcloudcapital.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min: \$500,000

Preferred Max: \$2,000,000

TYPE OF CAPITAL PROVIDED

Loans

Convertible Debt Securities

Debt Securities with Warrants

FUNDING STAGE PREFERENCE

Primarily Growth and

Expansion Financing

Some Turnaround,

Development and

Buyout Financing

INDUSTRY PREFERENCE

Diversified, subject to SBA limits

GEOGRAPHIC PREFERENCES

Western United
States preferred

DESCRIPTION OF FIRM'S FOCUS

St. Cloud seeks well-managed, established companies with opportunities to significantly grow their valuation by increasing sales and/or enhancing margins to increase net profitability. Prefer companies with strong debt service capability.

Stone Canyon Venture Partners, L.P.

Kenneth R. Kilroy, Contact
2121 Avenue of the Stars, Suite 2800
Los Angeles, CA 90067
Phone: (310)551-2210 Fax: (310)556-0547
Email: mseibert@scvp.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min: \$0

Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

Telegraph Hill Partners SBIC, L.P.

Robert G. Shepler, Contact
275 Post Street, Suite 600
San Francisco, CA 94108
Phone: (415)765-6980 Fax: (415)765-6983
Email: rgs@thpartners.net

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min: \$1,000,000

Preferred Max: \$7,000,000

TYPE OF CAPITAL PROVIDED

Equity capital

FUNDING STAGE PREFERENCE

Early, mid, late stage.
Capital to be used for
growth of revenue
generating businesses.

INDUSTRY PREFERENCE

Life sciences, healthcare,
medical devices, chemistry,
fine chemicals, modular biology.

GEOGRAPHIC PREFERENCES

Throughout US

DESCRIPTION OF FIRM'S FOCUS

Life science and healthcare companies
with proven business models.
The company should have revenues from unique
leading products and show strong growth
and a path to profitability

TeleSoft Partners IA L.P.

Arjun Gupta, Manager
1450 Fashion Island Boulevard
Suite 610
San Mateo, CA 94404
Phone: (650)358-2500 Fax: (650)358-2501
Email: telesoft@telesoftvc.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min: \$500,000
Preferred Max: \$3,000,000

TYPE OF CAPITAL PROVIDED

Equity

FUNDING STAGE PREFERENCE

Seed
Early Stage
Expansion
Later Stage
Special Situation

INDUSTRY PREFERENCE

Telecommunications
Technology
Software

GEOGRAPHIC PREFERENCES

National

DESCRIPTION OF FIRM'S FOCUS

New fund focused on next generation telecommunications companies (software, services and equipment).

TeleSoft Partners II SBIC, L.P.

Arjun Gupta, Manager
1450 Fashion Island Boulevard
Suite 610
San Mateo, CA 94404
Phone: (650)358-2500 Fax: (650)358-2501
Email: telesoft@telesoftvc.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min: \$0

Preferred Max: \$0

TYPE OF CAPITAL PROVIDED

FUNDING STAGE PREFERENCE

INDUSTRY PREFERENCE

GEOGRAPHIC PREFERENCES

DESCRIPTION OF FIRM'S FOCUS

UnionBanCal Venture Corporation

Robert S. Dawson, President
445 South Figueroa Street
13th Floor
Los Angeles, CA 90071
Phone: (213)236-6566 Fax: (213)236-7619
Email: corinne.heyning@uboc.com

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min:

Preferred Max: \$1,000,000

TYPE OF CAPITAL PROVIDED

Loans w/Equity

FUNDING STAGE PREFERENCE

Expansion
Later Stage

INDUSTRY PREFERENCE

Communications
Cable TV
Television
Radio
Telecommunications

GEOGRAPHIC PREFERENCES

National

DESCRIPTION OF FIRM'S FOCUS

Invests in equity and equity-like
investments in small businesses
as defined by the Small Business
Administration.

Western General Capital Corporation (SSBIC)

Alan Thian, President
13701 Riverside Drive, Suite 610
Sherman Oaks, CA 91423
Phone: (818)907-8272 Fax: (818)905-9220

INVESTMENT CRITERIA

INVESTMENT SIZE RANGE

Preferred Min: \$100,000
Preferred Max: \$300,000

TYPE OF CAPITAL PROVIDED

Loans Only

FUNDING STAGE PREFERENCE

Later Stage
Expansion

INDUSTRY PREFERENCE

Diversified

GEOGRAPHIC PREFERENCES

Regional

DESCRIPTION OF FIRM'S FOCUS